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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

# news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

**FOR RELEASE:** IMMEDIATELY

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## MAY 1987 BILLINGS FOR METAL TREATING INDUSTRY
## OFF 1.3% FROM MAY 1986 TOTAL

Total sales for May 1987 amounted to $40.0 million, down from $40.5 million in May 1986.

For the first five months of 1987 billings reached $207.8 million, essentially unchanged (+0.1%) from the same period in 1986 when sales totaled $207.5 million.

Four MTI districts declined from their May 1986 performance as well as for the year-to-date comparison to 1986.

A summary of percentage change by geographic regions follows:

| | District | May 87 vs. May 86 | Total 1987 vs. 1986 |
|---|---|---|---|
| 1 | New England (MA-RI-CT) | 0.4 | - 0.8 |
| 2 | Middle Atlantic (NY-NJ-E.PA-MD) | - 4.3 | - 7.0 |
| 3 | South Central (W.PA-OH-IN-KY) | - 1.1 | 3.2 |
| 4 | Michigan | -11.5 | - 6.5 |
| 5 | Southeast (VA-NC-SC-GA-AL-TN-FL) | - 8.0 | - 1.3 |
| 6 | North Central (IL-WI-MN-MO-IA) | 3.6 | 6.1 |
| 7 | Pacific Coast (CA-AZ-ORE-WASH) | 2.6 | 2.6 |
| 8 | Southwest (TX-OK-AR-CO-LA-UT) | 3.1 | - 9.7 |
| 9 | Canada | 3.7 | 8.0 |

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METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

MAY, 1987

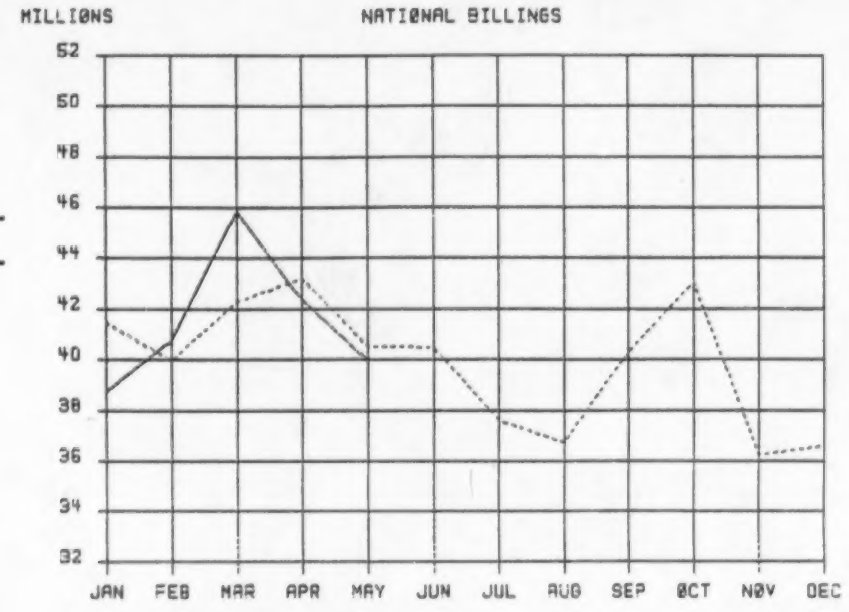
BILLINGS FOR MONTH

| | Total Members[1] | Billings For Month -In Thousands- | | | Monthly % Of Billings | |
|---|---|---|---|---|---|---|
| | | 1986 | 1987 | % | 1986 | 1987 |
| Total | 317 | 40520.6 | 40001.6 | - 1.3 | 100.0 | 100.0 |
| Dist. 1 | 19 | 3245.9 | 3257.6 | 0.4 | 8.0 | 8.1 |
| Dist. 2 | 42 | 4443.7 | 4253.4 | - 4.3 | 11.0 | 10.6 |
| Dist. 3 | 61 | 7539.3 | 7457.0 | - 1.1 | 18.6 | 18.6 |
| Dist. 4 | 32 | 5438.0 | 4812.2 | -11.5 | 13.4 | 12.0 |
| Dist. 5 | 24 | 2451.6 | 2256.4 | - 8.0 | 6.1 | 5.6 |
| Dist. 6 | 50 | 6858.4 | 7104.3 | 3.6 | 16.9 | 17.8 |
| Dist. 7 | 34 | 5577.2 | 5723.1 | 2.6 | 13.8 | 14.3 |
| Dist. 8 | 22 | 2122.7 | 2189.1 | 3.1 | 5.2 | 5.5 |
| Dist. 9 | 23 | 2843.9 | 2948.6 | 3.7 | 7.0 | 7.4 |
| Foreign | 10 | | | | | |

BILLINGS TO DATE

| | Billings To Date -In Thousands- | | | To Date % Of Billings | |
|---|---|---|---|---|---|
| | 1986 | 1987 | % | 1986 | 1987 |
| Total | 207506.5 | 207750.8 | 0.1 | 100.0 | 100.0 |
| Dist. 1 | 16470.9 | 16340.6 | - 0.1 | 7.9 | 7.9 |
| Dist. 2 | 23057.9 | 21445.9 | - 7.0 | 11.1 | 10.3 |
| Dist. 3 | 37141.3 | 38325.9 | 3.2 | 17.9 | 18.4 |
| Dist. 4 | 29020.8 | 27128.5 | - 6.5 | 14.0 | 13.1 |
| Dist. 5 | 11869.4 | 11714.4 | - 1.3 | 5.7 | 5.6 |
| Dist. 6 | 35096.7 | 37239.9 | 6.1 | 16.9 | 17.9 |
| Dist. 7 | 28434.4 | 29183.0 | 2.6 | 13.7 | 14.0 |
| Dist. 8 | 12174.8 | 10988.9 | - 9.7 | 5.9 | 5.3 |
| Dist. 9 | 14240.4 | 15383.6 | 8.0 | 6.9 | 7.4 |

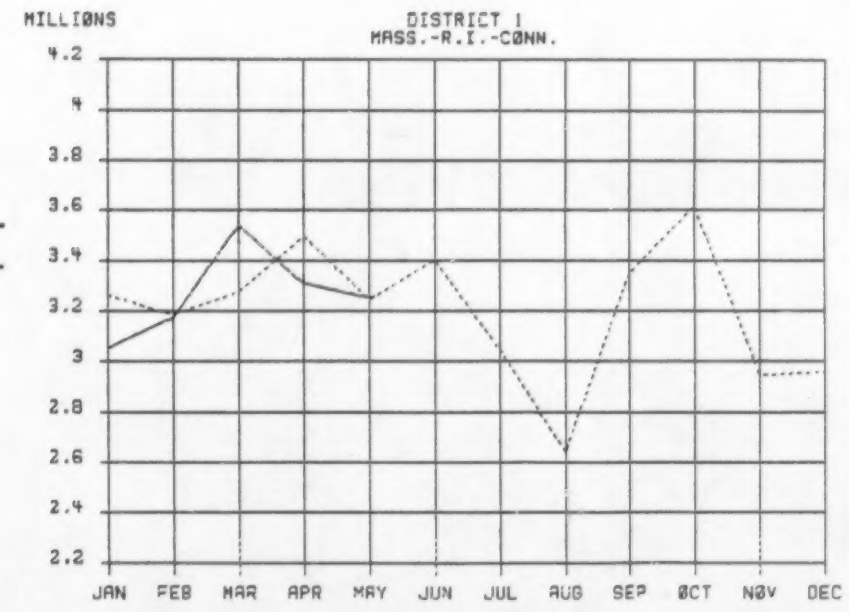
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87




1986 - - - -

1987 ———

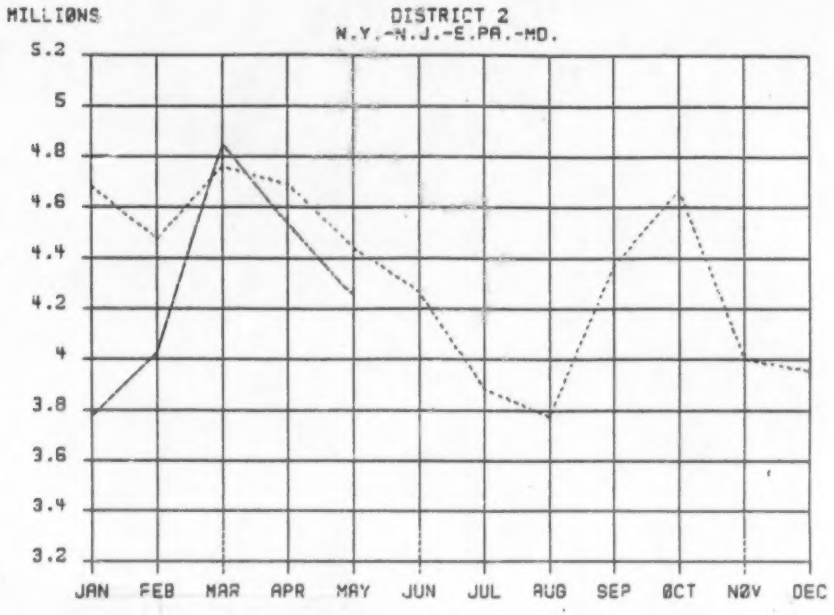
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -6.6 | 1.9 | 8.4 | -1.9 | -1.3 | | | | | | | |
| % Change | Cumulative | -6.6 | -2.4 | 1.3 | 0.5 | 0.1 | | | | | | | |



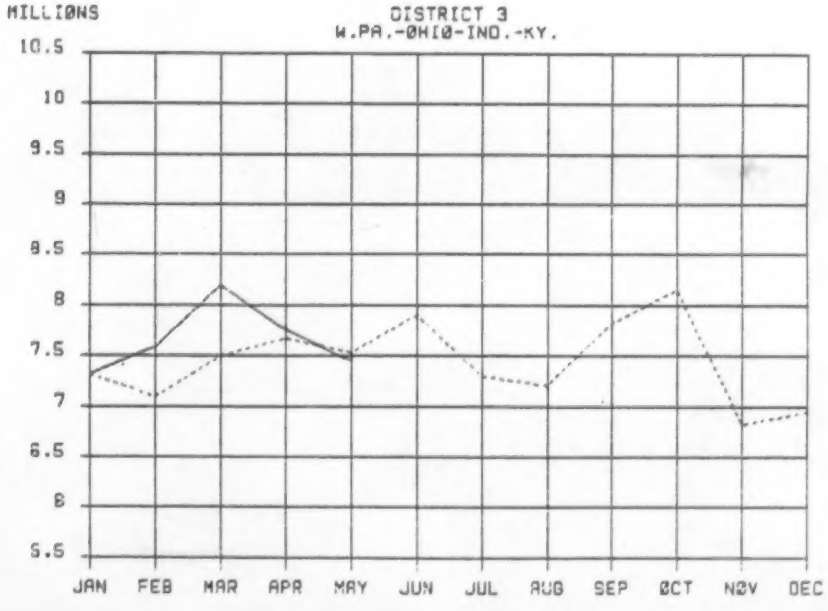

1986 - - - -

1987 ———

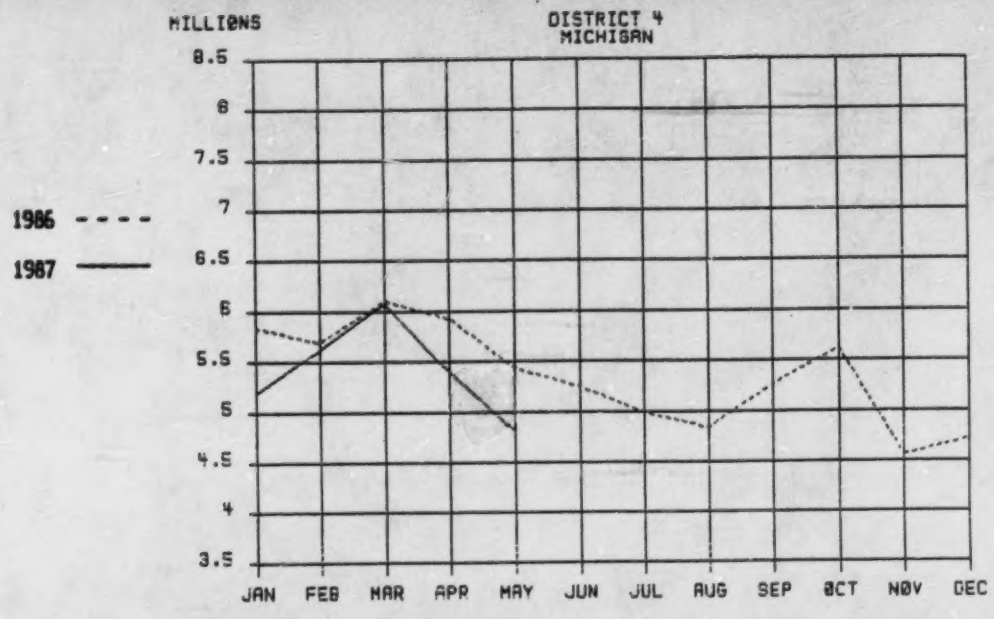
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -6.4 | -0.4 | 8.0 | -5.3 | 0.4 | | | | | | | |
| % Change | Cumulative | -6.4 | -3.4 | 0.4 | -1.1 | -0.8 | | | | | | | |



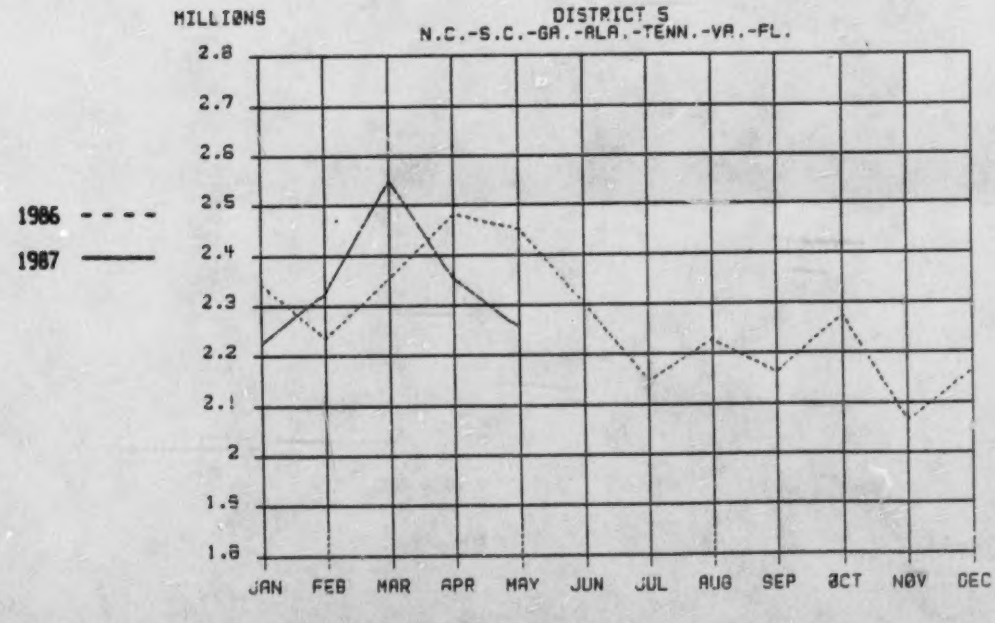

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -19.4 | -10.0 | 1.8 | -3.2 | -4.3 | | | | | | | |
| % Change | Cumulative | -19.4 | -14.8 | -9.1 | -7.6 | -7.0 | | | | | | | |



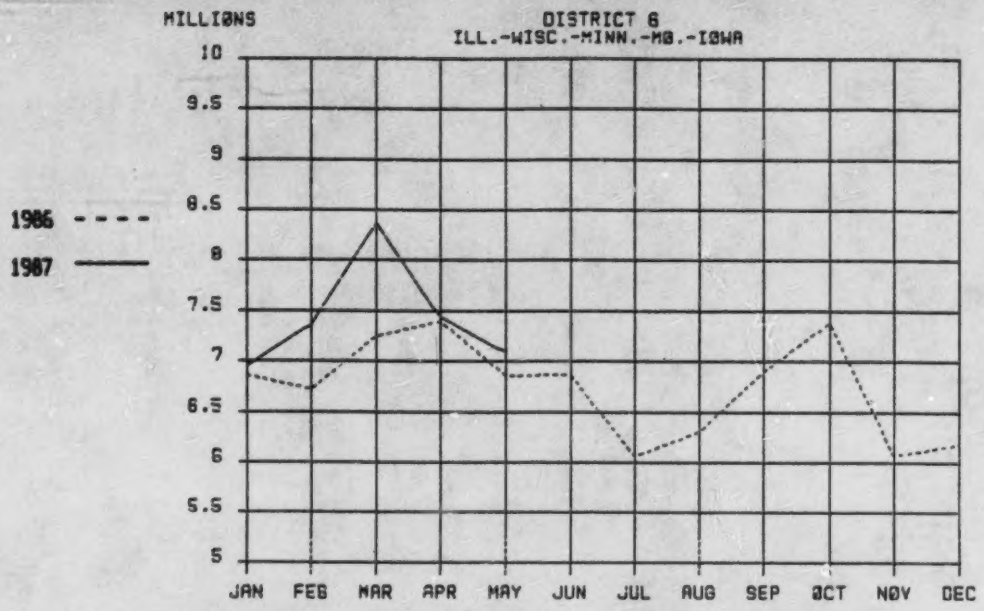

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -0.1 | 6.9 | 9.3 | 1.2 | -1.1 | | | | | | | |
| % Change | Cumulative | -0.1 | 3.3 | 5.4 | 4.3 | 3.2 | | | | | | | |



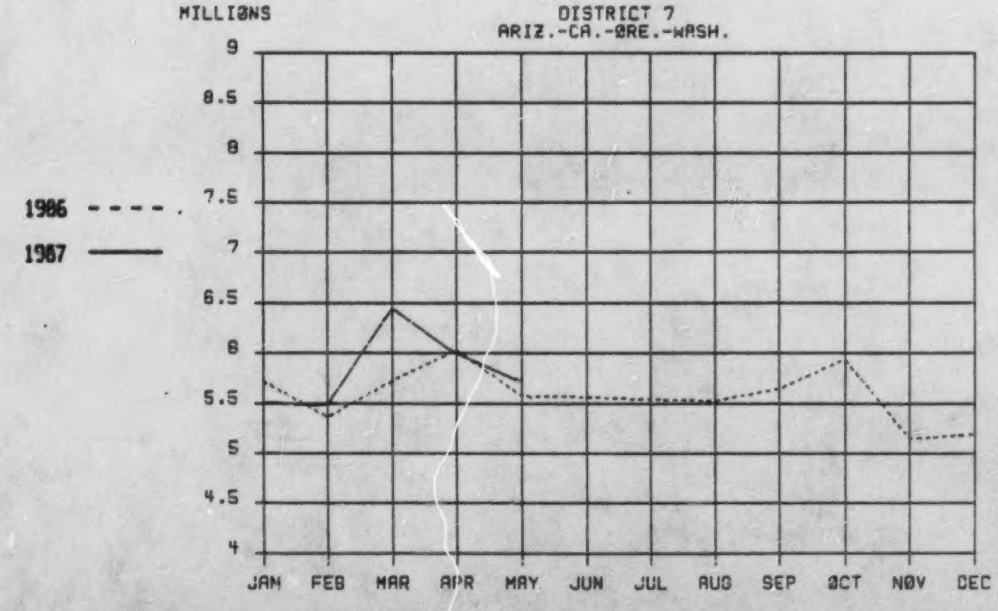

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -11.1 | -1.2 | -0.4 | -8.9 | -11.5 | | | | | | | |
| % Change | Cumulative | -11.1 | -6.2 | -4.2 | -3.4 | - 6.5 | | | | | | | |



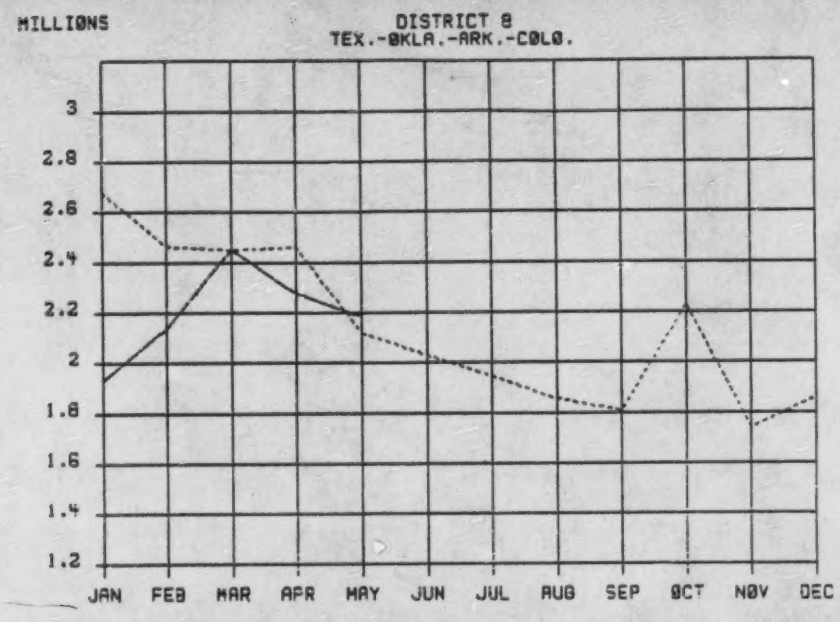

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -5.1 | 4.0 | 8.3 | -5.2 | -8.0 | | | | | | | |
| % Change | Cumulative | -5.1 | -0.6 | 2.4 | 0.4 | -1.3 | | | | | | | |



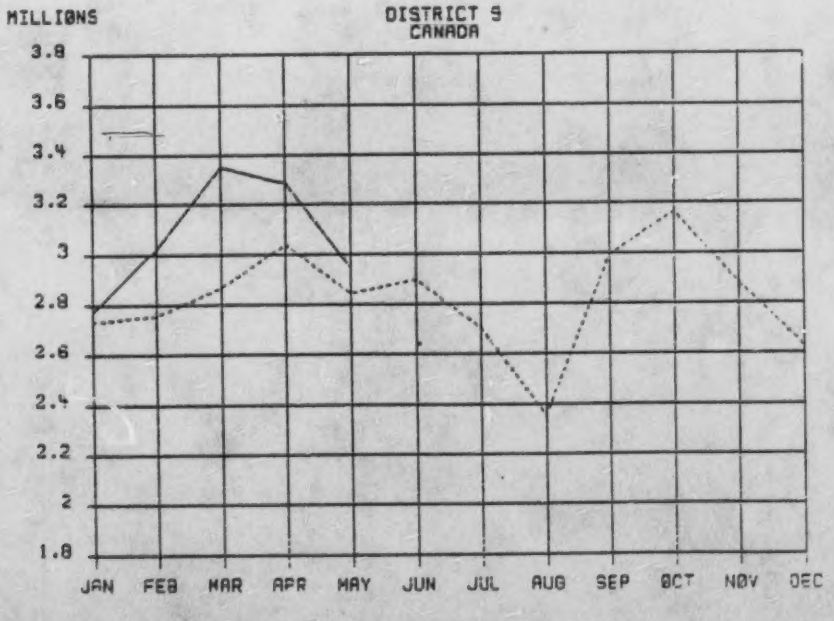

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 1.3 | 9.5 | 15.5 | 0.6 | 3.6 | | | | | | | |
| % Change | Cumulative | 1.3 | 5.4 | 8.9 | 6.7 | 6.1 | | | | | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -3.7 | 2.3 | 12.6 | -0.5 | 2.6 | | | | | | | |
| % Change | Cumulative | -3.7 | -0.8 | 3.8 | 2.6 | 2.6 | | | | | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -28.0 | -13.2 | 0.1 | - 7.4 | 3.1 | | | | | | | |
| % Change | Cumulative | -28.0 | -20.9 | -14.1 | -12.5 | -9.1 | | | | | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 1.4 | 9.6 | 16.9 | 8.3 | 3.7 | | | | | | | |
| % Change | Cumulative | 1.4 | 5.5 | 9.4 | 9.1 | 8.0 | | | | | | | |